

## COPAN enhances EMEA channel programme



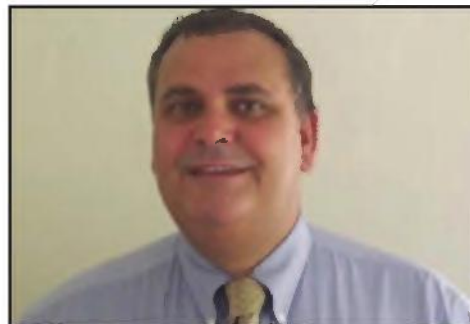
UK-BASED data storage solutions provider COPAN Systems has announced the launch of its International Channel Partner Programme, signing 11 new agreements across the globe.

In EMEA the company, which mainly focuses on the enterprise sector, operates primarily through the channel, with only 18% of its business direct.

"We are committed to working collaboratively with our partners to provide customers with a purpose built solution to address persistent data," says COPAN Systems EMEA Channel Partner Manager Rod Evans (*right*).

In EMEA it works with 21 partners including VADition, Comparex, ARES IT Services, Terasystems STME, HMK Group, CPE Group, Sistemas Informáticos Abiertos, and E&M Computer Systems.

"COPAN Systems partners are continuing to benefit from our dedication to the channel and through the enhancement of our programme we



can provide greater opportunities for them to increase their profitability, increase their customer base and differentiate from the competition."

Among its key customers COPAN boasts leading names of the healthcare and pharmaceutical, government, financial services and banking, telco and media sectors.

Evans concludes: "Over the next few months we aim at consolidating our position in our key markets, the UK, Germany, France and Italy."

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